



Bayerisches Staatsministerium für  
Wirtschaft, Infrastruktur, Verkehr und Technologie

SIEMENS

  
LfA FÖRDERBANK BAYERN  
Damit machbar wird, was denkbar ist.



**netzwerk|nordbayern**

> planning > financing > training > networking

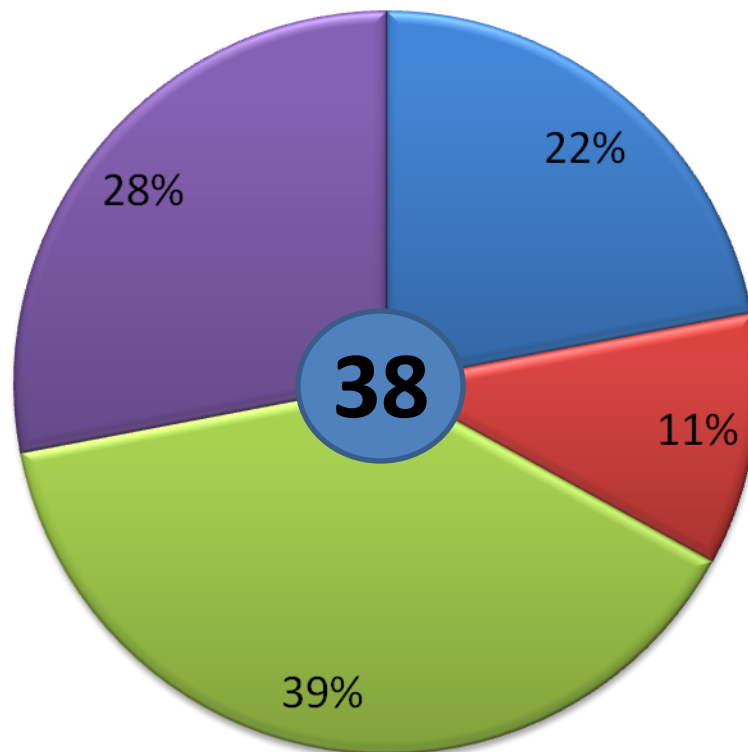
## *State of German Business Angels Market*

*Arne-G. Hostrup, Manager netzwerk|nordbayern*

Stanford University – School of Engineering

May 18, 2009

## Legal Status

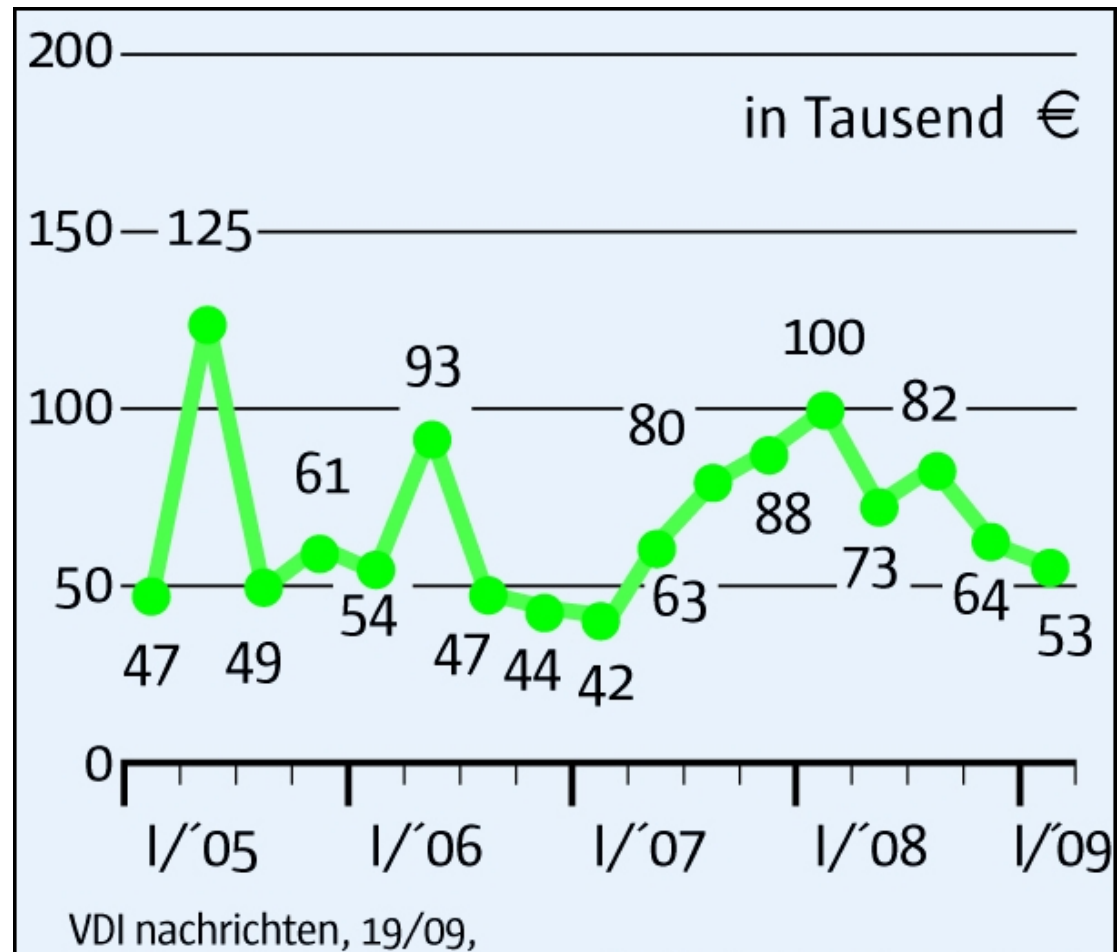


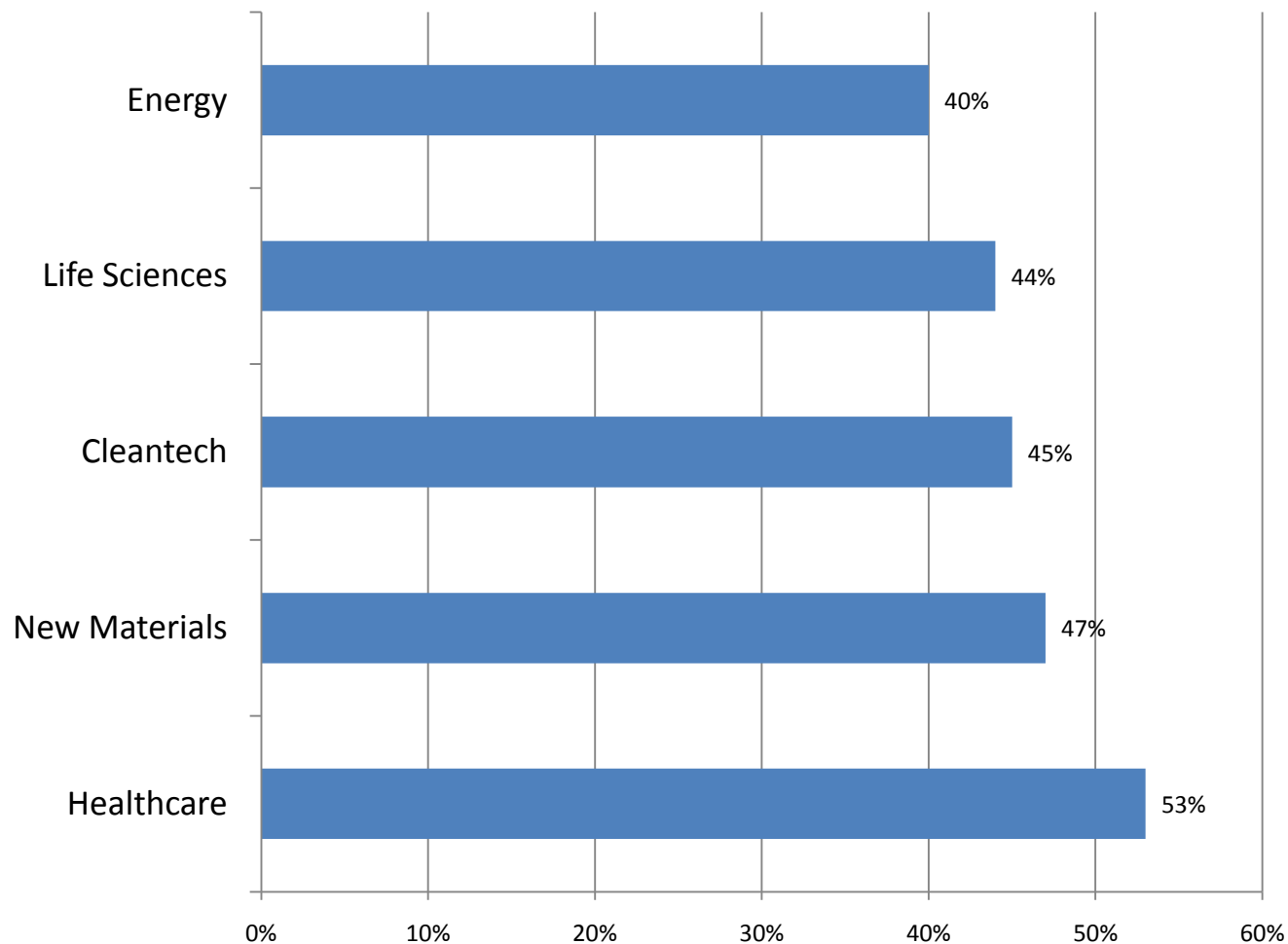
- Part of a larger organisation
- Private Initiative / Investment Club
- Incorporated society (e.V.)
- Ltd. / GmbH

- ✓ 2.700 to 3.400 active Business Angels in Germany
- ✓ 4,8 current deals per Angel
- ✓ Estimation of market: 204 to 429 mio. Euros p.a.

Sources: „ZEW-Hightech-Gründungspanels“ (2007 )

„Der informelle Beteiligungskapitalmarkt in Deutschland“, Matthias Wallisch (2008)





Source: „Business Angel Panel 01/09“



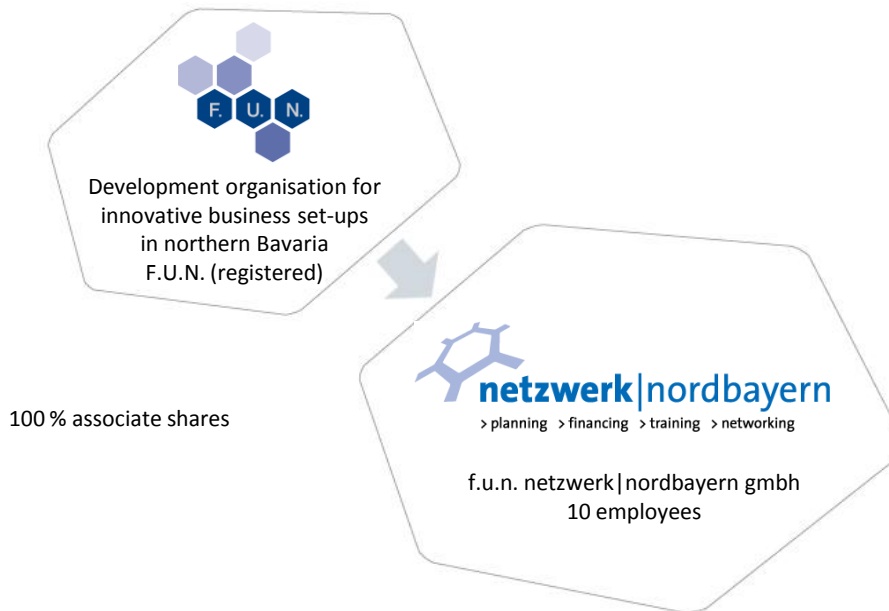
Neumeyerstraße 48  
90411 Nuremberg

**Phone** +49 911 59 724-8000

**Fax** +49 911 59 724-8049

**E-Mail** [info@netzwerk-nordbayern.de](mailto:info@netzwerk-nordbayern.de)

**Internet** [www.netzwerk-nordbayern.de](http://www.netzwerk-nordbayern.de)



## Facts & Figures

- › Founded in 1999
- › Board of Directors:
  - Maximilian Reindl, Chairman
  - Prof. Dr. Karl-Dieter Gröske, Deputy Director
  - Dr. Bernd Rödl, Treasurer
- › Members: 145 (01.01.2009)
- › Membership contributions from €100 to €5,000
- › Free of charge for sponsors and universities

## Objectives and Financing

netzwerk|nordbayern is committed to the foundation and growth of innovative companies in North Bavaria and is supported both by the Bavarian Department of Trade and Industry, and sponsors.



### › **Planning**

Professional support in  
company planning  
and preparation of  
business plans

### › **Target group**

Innovative, growth-oriented  
companies and  
founders

### › **Training**

Seminars and workshops

### › **Financing**

Setting up contacts between  
investors and companies  
seeking capital

### › **Networking**

Setting up contacts  
Organising networking  
events





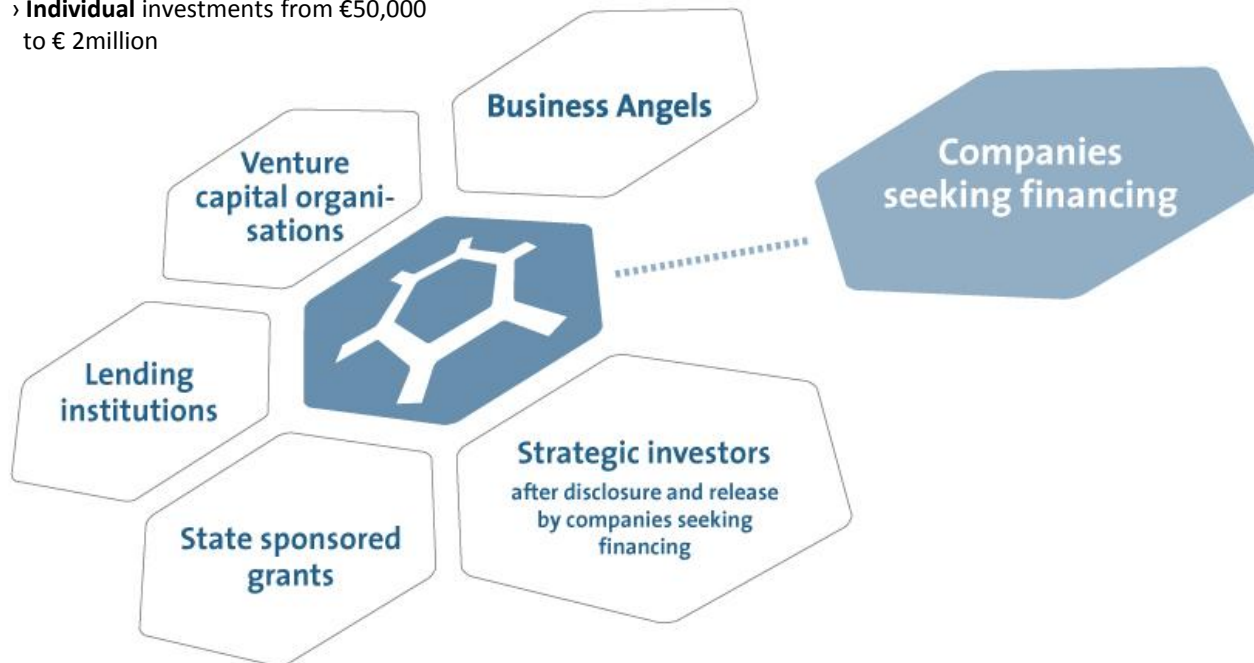
- › **70** Business Angels (serial entrepreneurs)
- › **Individual** investments from €50,000 to € 2million

- › Seed financing
- › Start-up financing
- › Growth financing

- › Credits
- › Mezzanine capital

- › Early phase investments
- › Co-financing
- › Grants and subsidies

- › Strategic investments
- › Financial investments
- › Company purchases



MIG AG

BayBG  
Bayerische Beteiligungsgesellschaft mbH

kfw  
MITTELSTANDSBANK

X  
EXTOREL

NEUHAUS  
PARTNERS

REFIT  
AKTIENGESellschaft

Ventegis Capital  
Aktiengesellschaft

High-Tech Gründerfonds

BayernKapital  
Venture Capital für Bayern

VNT MANAGEMENT

HassoPlattner VENTURES

## Summary of Investments Achieved



**netzwerk|nordbayern**

> Planung > Finanzierung > Ausbildung > Networking

| <i><b>Sector in detail</b></i> | <i><b>Amount</b></i> |
|--------------------------------|----------------------|
| Construction                   | 1,920,000            |
| Bio-/Genetic technology        | 14,441,287           |
| Electrotechnology              | 6,502,993            |
| Finance                        | 1,204,747            |
| Trade                          | 30,677               |
| ICT                            | 54,380,453           |
| Logistics                      | 2,509,763            |
| Marketing                      | 520,000              |
| Mechanical engineering         | 3,909,983            |
| Media                          | 531,292              |
| Medicine and health            | 18,101,321           |
| Environ./Energy technology     | 7,611,292            |
| Materials                      | 2,086,071            |
| Chemicals                      | 100,000              |
| Others                         | 215,339              |
| <b>Total</b>                   | <b>€114,665,219</b>  |



| <i><b>Deals</b></i>                            | <i><b>Total</b></i>  |
|--|----------------------|
| Number   | 100                  |
| Business Angels                                | 26,354,2460          |
| VC Companies                                   | 48,322,655           |
| BayernKapital, KfW<br>(public venture capital) | 38,388,318           |
| <b>Total</b>                                   | <b>€ 114,665,219</b> |

# Financed through Sponsors



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**Microsoft**



**REFIT**  
ANTI-GRAND-RECALIBRANT



BayBG Bayerische Beteiligungsgesellschaft mbH  
Bayern Kapital GmbH  
Dorfner Gruppe  
HCN – HighTech Center Nord  
High-Tech Gründerfonds  
Kanzlei.FSR – Finanzen.Steuern.Recht – RAe,StB, WP  
KfW Mittelstandsbank  
Linn High Therm GmbH  
OTTI e.V.  
Rödl & Partner  
SEMIKRON Elektronik GmbH & Co. KG  
Steinbach & Partner Managementberatung  
T.A.G. Software GmbH